

Message Text

UNCLASSIFIED

PAGE 01 CONAKR 02392 221143Z
ACTION AF-10

INFO OCT-01 EB-08 ISO-00 /019 W
-----124502 221235Z /10

R 221104Z DEC 77
FM AMEMBASSY CONAKRY
TO USDOC WASHDC
INFO SECSTATE WASHDC 3833

UNCLAS CONAKRY 2392

E.O. 11652: N/A
TAGS: BEXP, BENC, GV
SUBJECT: FULLER COMPANY BID IN GUINEA FOR CLINKER CEMENT PLANT

1. DANIEL COLLET, CONAKRY REP OF TECHNISPAN OF SPAIN, TOLD EMBOFF THAT CLINKER CEMENT PLANT CONTRACT WAS NOT AWARDED AS EXPECTED AT END MF LAST WEEK BUT WILL BE AWARDED BEFORE YEAR'S END. COLLET ASSERTED THAT FULLER BID WAS TOO HIGH EVEN AFTER RECENT DOWNWARD ADJUSTMENT OF \$2 MILLION. HE CONTINUED THAT FULLER SHOULD TAKE \$2,000,000 OFF COST OF ERECTION AND FURTHER HE BELIEVES SUBCONTRACTORS FOR ERECTION WILL GO ALONG WITH THIS. COLLET STATED COMPETING BIDS FOR ERECTION COMPONENT ARE ALL IN \$1 - 1-1/2 MILLION RANGE.

2. COLLET ALSO INSISTED THAT ALTHOUGH BABCOCK-WILCOX (SPAIN) HAVE SPECIFIED FULLER EQUIPMENT AND ENGINEERING, THEIR EQUIPMENT BID WAS LOWER. HE WAS UNABLE TO EXPLAIN THIS FACT BUT STATED THAT \$500,000 SHOULD COME OFF ELECTRICAL EQUIPMENT AND STRUCTURES ITEMS OF PRIOR BID.

3. COLLET ENDED BY SAYING PEG (CONSULTING ENGINEER) PREDICTED A PRICE UNDER \$10 MILLION AND WAS DETERMINED TO GET ONE.

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4. PLEASE PASS ABOVE ASAP TO JOSEPH ALLEN, FULLER COMPANY, CATASAUQUA, PA. TEL: 215) 264-6478. FULLER SHOULD REPLY DIRECTLY TO COLLET AT CABLE ADDRESS HIDCOF 626.
CROSBY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977CONAKR02392
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Drafter: n/a
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Executive Order: N/A
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Expiration:
Film Number: D770477-0935
Format: TEL
From: CONAKRY
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t19771227/aaaaawts.tel
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Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
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Office: ACTION AF
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Review Exemptions: n/a
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Review Release Date: n/a
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Review Withdrawn Fields: n/a
SAS ID: 148990
Secure: OPEN
Status: NATIVE
Subject: FULLER COMPANY BID IN GUINEA FOR CLINKER CEMENT PLANT
TAGS: BEXP, BENC, GV
To: COM
Type: TE
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